

Message Text

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17

ACTION EA-09

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UNCLAS TOKYO 11866

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC NOV LASER SHOW1ST LOCAL SOLICITATION STATUS
REPORT WEEK ENDING AUGUST 6, 1976

REF: USDOC 12750/TOKYO 11585

I. PA'S RECEIVED FROM OIM: TEN

1 APOLLO, 2. BARNES, 3. BURLEIGH, 4. GENERAL PHOTONICS,
5. ILC TECHNOLOGY, 6. INFRARED, 7. KEUFFEL AND ESSER,
8. METROLOGIC, 9. ORIEL, 10. VALTEC

II. PA'S RECEIVED LOCALLY: FIVE

1. ELECTRONIC NAVIGATION; 2. C. ITOH CO REPRESENTING
A) AMERICAN LASERS, B) HUGHES AIRCRAFT; 3. JAPAN LASERS
CO REPRESENTING A) COHERENT RADIATION, B) SYSTEMS, SCIENCE
AND SOFTWARE; 4. KOYO CORP REPRESENTING A) BOND, B) DITRIC,
C) DOLAN, D) EDMUND; 5. KYOKUTO BOEKI KAISHA REPRESENTING
A) ADRON, B) NEWPORT RESEARCH

III. PA'S EXPECTED FROM OIM: TWO

1. CHROMATIX, 2. QUANTRONIX

IV. LOCAL VERBAL COMMITMENTS: SEVEN

1. HAKUTO CO GROUP NO. 1 - A) EG AND G, B) KARL
LAMBRECHT, C) OPTICAL COATING, D) SPAWR OPTICAL,
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E) EVICENT 2. HAKUTO CO GROUP NO. 2 - A) HY-CAL,

B) OPTITRON, C) OPTO ELECTRONICS, D) ROW IND,
E) MICROPUMP 3. HAKUTO CO GROUP NO. 3 - A) COMMONWELTH,
B) PHYSICS INTL, C) RESARCH DEVICES

4. JAPAN TELESOM REPRESENTING A) GAERTNER, B) GENERAL
SCANNING, C) LASERMETRIC, D) SCIENTEC

5. MARUBUN CORP GROUP NO. 1 - FIVE U.S. FIRMS, DETAILS
NOT YET NOWN. WILL ADVISE NEXT WEEK.

6. MARUBUN CORP GROUP NO. 2 - FIVE U.S. FIRMS. SAME
STATUS. WILL ADVISE.

7. NIPPONINDUSTRIAL REPRESENTING LASER PRECISION AND
OTHERS. WILL ADVISE DETAILS NEXT WEEK.

V. STRONG LOCAL POSSIBLES: TWO

1. TOYO LASER NISSEI SANGYO REPRESENTING A) INTL
LASER, B) LEXEL, C) MOREL; 2. 3M/SUMITOMO 3M

VI. PENDING LOCAL CONTACTS: FIVE

1. AMERICAN OPTICAL, 2. TOYO TRADING/ITHACO,
3. RIKEI CORP/PRINCETON APPLIED RESARCH/SSR INST,
4. GENERAL EXPORT ASIA/FJW IND, 5. TOYODA TSUSHO/
AUTOMETRIC DIV.

VII. SUMMARIZING PARA I THRU IV TC COUNTS 24
PARTICIPANTS REPRESENTING 52 EXHIBITORS. IN ADDITION,
OIM/TC COMMITTED 4 FREE BOOTH AREAS. TC WILL CONTINUE
ACTIVE SOLICITATION TO MEET TARGET NUMBER OFH27 PAR-
TICIPANTS. WILL REPORT 2ND LOCAL SOLICITATION STATUS
AUGUST 20.

VIII. TC COMMENDS PROJECT OFFICER'S EXCELLENT
PROCUREMENT EFFORTS.
SHOESMITH

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NNN

Message Attributes

Automatic Decaptioning: X
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